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Experience



Vice President of Sales

Quest Health Solutions

Dec 2024 - Present · 5 months

Pennsylvania, United States



Abbott Diabetes Care

17 years 1 month

- **National Account Manager**

Jan 2020 - Jan 2025 · 5 years 1 month

Currently working as a National Account Manager (NAM) is a critical sales role within the U.S. Trade Sales Organization and broader U.S. Commercial Organization. The NAM will have responsibility for one or more of ADCs national wholesale (e.g., AmerisourceBergen, Cardinal Health, McKesson) or retail accounts (e.g., CVS, Rite Aid, Walgreens, Walmart). The NAM is responsible for partnering with key customers to achieve established sales, margin and market share goals. The position reports to...

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District Sales Manager

Aug 2016 - Jan 2020 · 3 years 6 months

Greater Philadelphia Area

Product Manager

Jan 2015 - Sep 2016 · 1 year 9 months

Assists in the direction of marketing strategies and tactics for the ADC business. Assists in all core marketing activities and business processes. Aids in the development of long-term strategic plans for the business and assists in the direction of resource allocations and marketing guidance for the various ADC sales channels. Provides direction and marketing input to assigned sales channels relating to product support and/or product development activities. Serves as product expert with a high...

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Sales

Jan 2008 - Jan 2015 · 7 years 1 month

Meet or exceed sales quotas/objectives for ADC Products. Collaborate with Managed Care and Retail and Point of Care representatives. Establishing strong relationships with a broad base of internal and external health care constituents (e.g., physicians, nurses, pharmacists, CDEs, etc.) acting in a friendly, respectful, adaptive manner and focusing on the needs and interests of others. Keeping current on internal and competitive products and positioning by utilizing a variety of resources...

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Senior Sale Reprentative

GlaxoSmithKline

2001 - 2004 · 3 years

Education



Vanguard University of Southern California

Bachelor of Science · Exercise Physiology

1995 - 1997

Languages

English

-

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Congrats to the Talent & HR Services team from Concentra. We had the honor and privilege to serve at a local food pantry. We kicked butt. What an...

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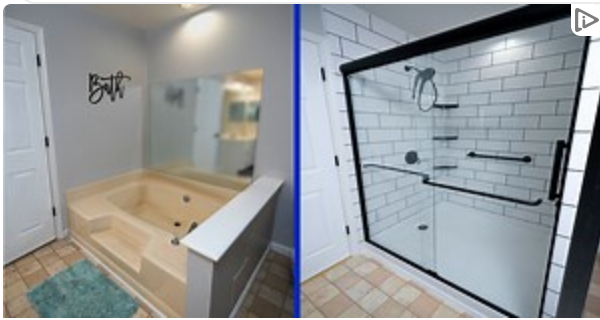
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in 2025**



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